THE DISPATCH FOUNDED 1884.

RICHMOND, VA., SUNDAY, SEPTEMBER 22, 1912.

PRICE FIVE CENTS.

BIG BUSINESS IN

Largest Crop Ever Made Is Marketed; Modern Methods in the Business

GROWERS ARE NOW WELL ORGANIZED

Foreign Trade Being Looked After-Virginia Fruit Is the Favorite in English Markets. Special Agents on the Spot. This Year Record-Breaker.

The movement of the Virginia apple The movement of the Virginia apple crop is now in progress, and the orchardists of Augusta and Albemarie and other fruit growing counties and all up in the valley are exceedingly busy. Cheering reports come from the offices in Staunton of the Virginia Fruit Growers' Incorporated, which organization is by far the largest shipof Virginia apples.

Clarence W. Moomaw, the general manager of this mutual selling and buying agency composed of orchardists and farmers, is authority for the state-ment that the organization is handling this year the largest output in its his

two years the Virginia Fruit Growers. Inc., as an organization, have been vigorously in the field, and have brought to pass many things of great benefit to the growers of the State. Rebenefit to the growers of the state. We cently, packing schools were conducted in the State by the Virginia Horticul-tural Society, but it is interesting to remember that the first steps taken for the standardization of the Vir-ginia pack were the steps taken by the for the standardization of the Virginia pack were the steps taken by the Virginia Fruit Growers. Inc., in 1910. It will be remembered the organization that year brought the first expert box packers into the State of Virginia, and for a perior of two months many peach and apple orchards throughout the Valley and Piedmoat sections were really packing schools. It is said the organization spent over \$1,000 in this work in 1910 alone.

Delang Business Scientificelly.

Since 1910 the work of education has continued, and expert inspectors go from orchard to orchard spending many hours and days supervising the pack and giving instructions to growers and packers along standard lines. This year the association has gone, a step further in its work of producing a standard pack, for aside from inspecting in the ochard while the fruit is in course of packing, the association experts also inspect individual carloads before shipments are made and forward written reports to the Staunton office so that the management has definite information as to the exact condition of each individual shipment.

act condition of each individual ship

Export Business Increases.

For the past two months Manager Moomaw has been vigorously talking early export prospects and preparing the way for earlier and heavier shipments of Yorks than ever before to the foreign markets. The organization is now busily engaged in handling export stock, some of their shipments having left Virginia as early as two weeks ago. as two weeks ago.

The development of the export mark-

BOOSTERS' TOUR AND THINGS BOOSTERS SAW





ALL THERE AT CLINTON.



A BIG TOBACCO FACTORY AT DURHAM, N. C.

CLOSING SCENE AT HENDERSON, N. C.

Good Side Line for Virginia Farms-Success of One Busy Man.

MUCH MONEY IN QUEEN BEES

Few Facts About Business That Would Pay All Over the State.



OLD VIRGINIA CAN DO AS WELL Crop Rotation and Hard Work Make Things Even in Frigid North.

Cheerful Observations Made on

a Short Trip North and

to Canada.

BUILDING NEWS

A Calm Week Follows a FlurryEasilyExplained; Some Large Deals.

OPTIMISTIC AGENTS SANGUINE DEALERS

Money Required to Move Crops Taken Out of Real Estate Realm, but It Will Come Back in Due Time. Bright Outlook On Ahead.

A calm always follows a storm of even a furry. There was not anything like a storm in the real estatemarket for the week previous to the one covered by this report, but there was good business all along the line if I remember aright. However, it was not a storm, it was only a flurry, just a little flurry, occasioned by the return to the city of a deem or maybe two dozen investors and speculators who had been off for two or more months resting up. They dropped into their oid haunts early in the fall season and it is likely that they made some deals that they have already regretted. Anyhow they had to get their hands in and they got them in all right. They may be now figuring on the question as to how to get their hands in and they got them in all right. They may be now figuring on the question as to how to get them out, and that may be the explanation of the calm that has followed the storm or the flurry in the real estate realm that was reported in this column last week. But be all that as it may, the fact remains that during the past week the plungers and the speculators as well as the home buyers and the long time investors were very offish, and the real estate business in a general way was very unsatisfactory to the agents, the men who look to the commissions for a living and a profit. It was hard, almost impossible, for the agents to get the sellers and the buyers together.

And yet it cannot be said that there is any real dullness in the real estate market. Richmond dirt and suburban dirt have not gone anywhere, and the faith of the real investor has in no way weakened as to the real value of the same, but, be it remembered, the investors and the pungers have been away enjoying vacations and they have just gotten back. They require a little time, maybe a great deal of it, to get their bearings and study out the situation as they find it on their return from the mountains or the seashore or Europe or wherever they came from when they got through vacating. ven a flurry. There was not anything like a storm in the real estate

Just Inquiring—That's Ail.

A real estate agent fold me yesterday that he had no less than fifty inquiries about just one piece of property that he had been advertising, and that every inquirer was just in from a yeaction and was not ready to talk inquiries about just one piece of the property that he had been advertising, and that every inquirer was just in from a vacation and was not ready to talk business just yet. They were simply inquiring. This agent is sure that he will make a sale of the property in question to at least one of the fifty inquirers within the next ten days. "but." said he. "I have got to give each one of them a little time to think the matter over."

The experience of the above quoted agent beems to me to size up very well the whole real estate situation up to date.

The property of the control of the c